



March 21, 2014

To: Executive Board

Subject: **Contract Amendment - Inspection, Removal, Installation, and Purchase of Vehicle SMART*Bus* Equipment**

---

### **Recommendation**

Authorize the Executive Director to approve Amendment No. 2 to Contract No. 13-023 with Xerox in the amount of One Hundred One Thousand Five Hundred Seventy-Five Thousand Dollars and Thirty-Two Cents \$101,575.32 for:

- a) Inspection, removal and installation of SMART*Bus* equipment on 41 new buses; and
- b) Purchase and installation of 23 sets of additional SMART*Bus* equipment on 23 new buses.

### **Analysis**

In February 2013, the Executive Board authorized the Executive Director to negotiate final terms and conditions and award a sole-source contract to Xerox in the amount of \$241,307.20 to remove 64 sets of vehicle SMART*Bus* equipment from retired coaches and install them on 64 newly procured coaches.

Foothill Transit's vehicle SMART*Bus* system was designed, manufactured, and installed by Xerox and is essential to providing Foothill Transit's mission to provide quality and efficient on-street service. The system, currently installed on every Foothill Transit bus, uses global positioning satellite (GPS) technology to capture and provide real time operational data, including video surveillance, ridership statistics, and on-time performance. Because the SMART*Bus* equipment often outlives the service life of a bus, when a bus is retired and replaced, the equipment is removed and reinstalled on another vehicle.

In December 2013, the Governing Board authorized the Executive Director to implement Route 495 pilot project serving the new Industry Park & Ride. In addition, several service enhancements have been implemented since Fall 2013 to improve customer service. This coming Spring, service will be added to specific lines to improve on-time performance and address customer demand. In order to meet these demands, retirement of 23 of the 64 buses slated for retirement will be delayed until the end of the current calendar year to coincide with the delivery of Foothill Transit's next procurement of 30 CNG coaches.



In order to ensure that the original equipment warranty remains in full effect, Foothill Transit must contract with Xerox to perform removal and reinstallation services on 41 of the new Foothill Transit buses. Because only 41 buses are being retired, 23 sets of SMARTBus equipment are needed to equip the other 23 new buses. The SMARTBus system's parts are proprietary to Xerox and as such, Xerox is the only company capable of providing the additional equipment.

**Budget Impact**

The cost to perform these services is \$101,575.32 and is part of the Bus Replacement capital program, included in Foothill Transit's approved FY 2014 Business Plan.

Sincerely,



Roland M. Cordero  
Director of Maintenance



Doran J. Barnes  
Executive Director